

Caching Mechanism for Embedded Analytics

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CRM OnDemand

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Due Date	Priority	Subject
18/09/2003	↓	Set up meeting in November
22/09/2003	↓	Email response to customer
03/10/2003	↓	Test
03/10/2003	↓	Test
03/10/2003	↓	≡6
19/10/2003	↑	Call to review current product inventory
10/11/2003	↑	SL TEST

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[New Leads](#)
[New Lead](#)

- Kevin Smith @ Foobar Associates 6
- Kevin Smith @ Foobar Associates 5
- Erika Haven
- Anne Smith @ Alberta Industries
- S Lloyd Lead Test

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[Alerts](#)

[Pipeline Quality for Current Quarter](#)

Generating analysis... Click [here](#) now to view the results.

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Fig 1

100

101

104

105

106

102

Time	Subject
12:30 PM - 1:30 PM	J & F Enterprises - Lunch
5:30 PM - 6:30 PM	Phone status check

View Calendar

Due Date	Subject
08/13/2003	Send Brochure
08/14/2003	Schedule Appt
08/15/2003	Call to review quote
08/15/2003	Call to review final terms
08/15/2003	Call - Brochure Follow-up
08/15/2003	Call - Follow-up
08/15/2003	Send request to fulfillment

Show Full List

Attend
<ul style="list-style-type: none"> Submit Quarterly Reviews Review 401K changes Show Full List

Opportunities
<ul style="list-style-type: none"> Paul Burgess @ Acme Bill Toms @ Fun City Games Tim Smith @ Birch Equipment David Duval Tiger Woods @ Birch Equipment

Show Full List

Pipeline Quality for Current Quarter
 Pipeline Quality

Opportunity Revenue

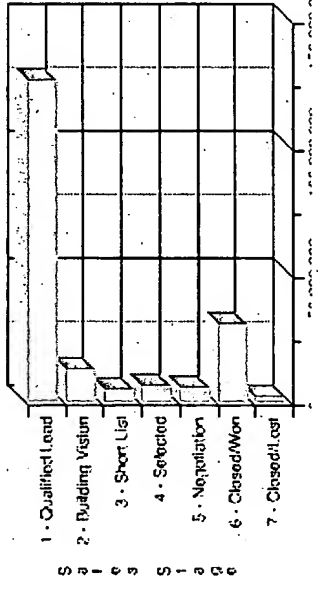


Fig 2

300

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Opportunity Lists

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- [All Large Opportunities](#)
- [All Opportunities](#)
- [All Recently Created Opportunities](#)
- [All Recently Modified Opportunities](#)
- [My Forecasted Opportunities](#)
- [My Opportunities](#)
- [My Top Opportunities](#)
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Recently Modified Opportunities

- [Large SFA Deal](#)
- [Opp 7 afung IDuffy](#)
- [Opp 6 admin IDuffy](#)
- [Opp 1 admin IDuffy](#)
- [HERE IT IS](#)
- [Checking Reports](#)
- [Opp 2 afung IDuffy](#)
- [Opp 1 afung IDuffy](#)
- [Opp 9 afung IDuffy](#)
- [Opp 8 afung IDuffy](#)
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Opportunity-Related Tasks [NEW](#)

[Due Date](#) [Subject](#) [Opportunity](#)
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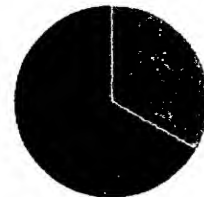
Pipeline Analysis For Current Quarter

For current Quarter:

[Opportunity Revenue](#) [Region](#)

302

303



Central

Figure 3

301

4010

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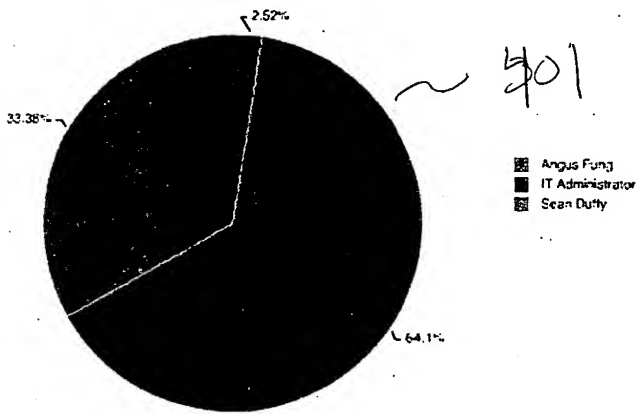
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Pipeline Analysis

Fiscal Quarter Fiscal Year

Employee Name Opportunity Revenue



Employee	Opportunity Metrics
Employee Name	Opportunity Revenue
Angus Fung	\$7,539
IT Administrator	\$192,042
Sean Duffy	\$100,000

Fig 4

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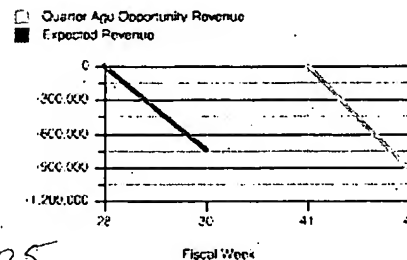
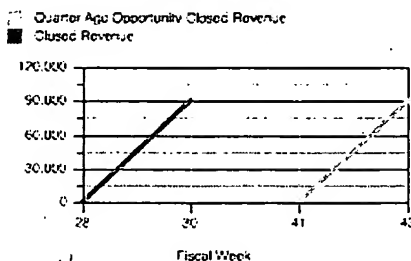
Dashboard

Dashboard Type **Pipeline** **500** ~ 501

Track our expected and closed sales against historical data. Next, review the quality and distribution of your pipeline to identify new strategic focus areas.

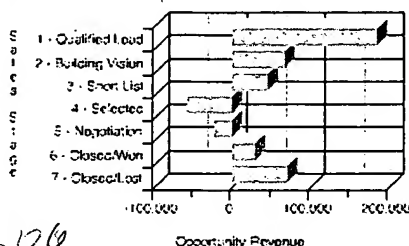
Fiscal Quarter **Q1** Fiscal Year **2003** Industry **Technology** Deal Size **\$500K** **Go** ~ 502

Quarter Ago Opportunity Revenue Expected Revenue



Display by: Opportunity Revenue

Display by: Region



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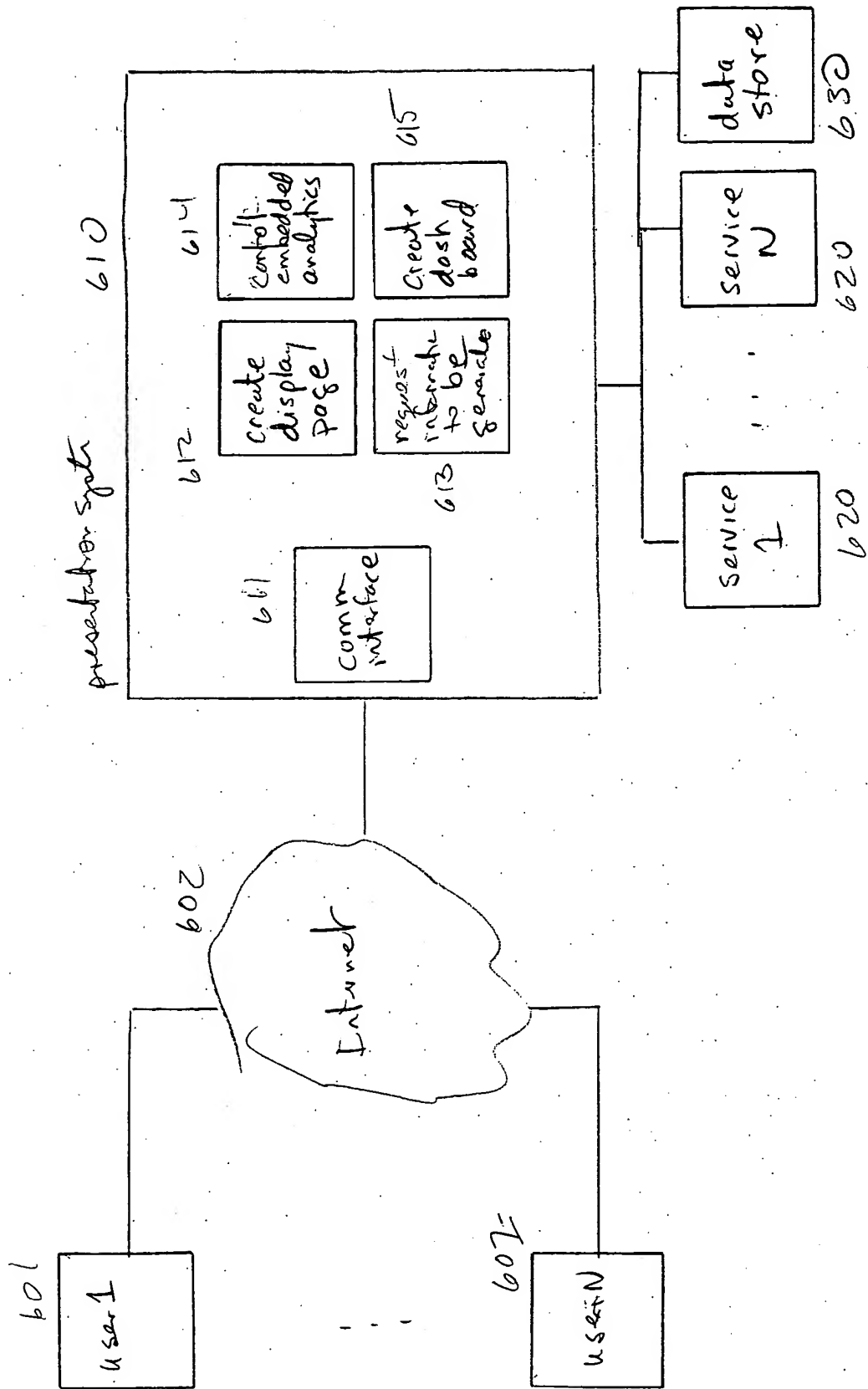


Fig 6

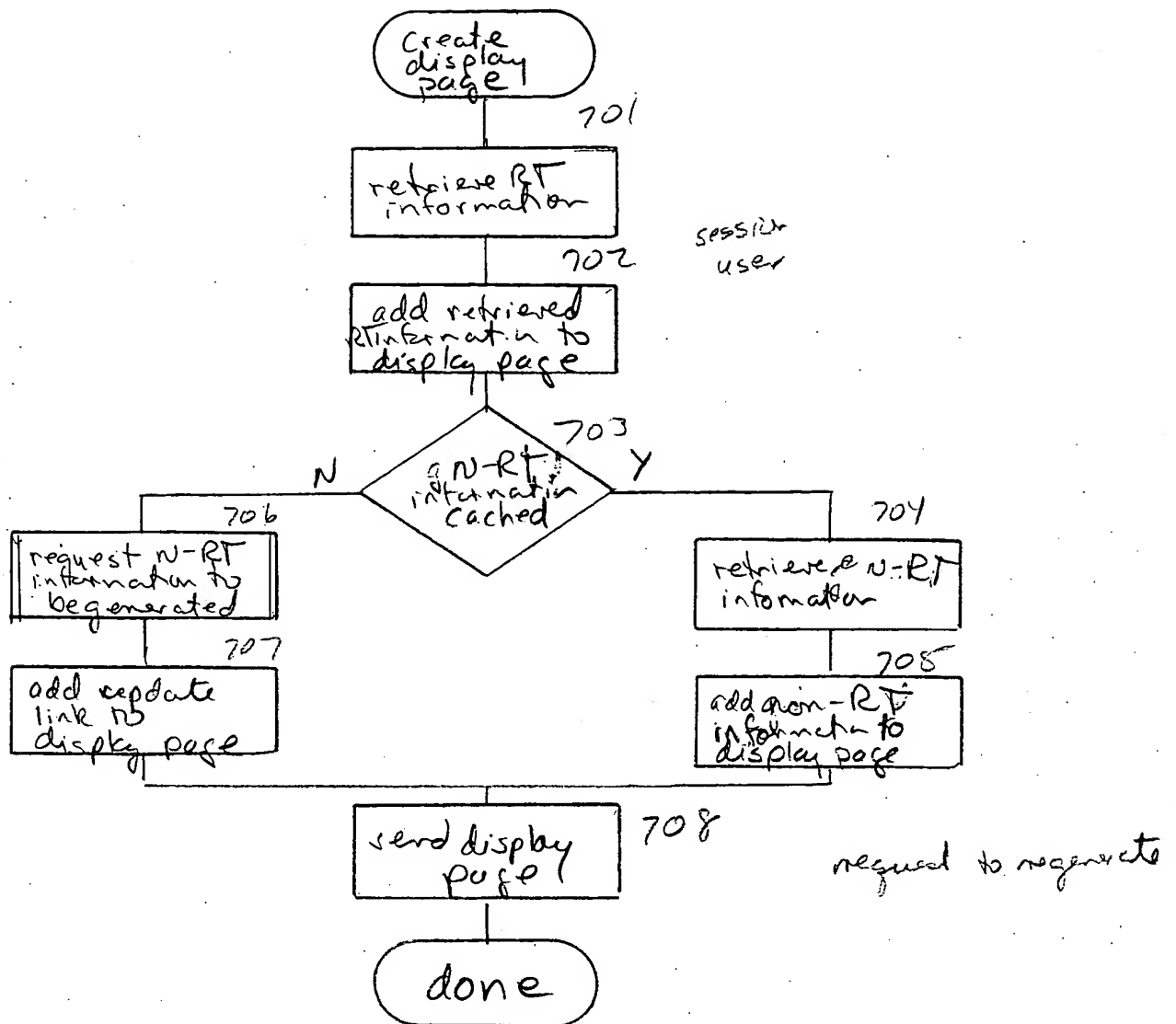


Fig 7

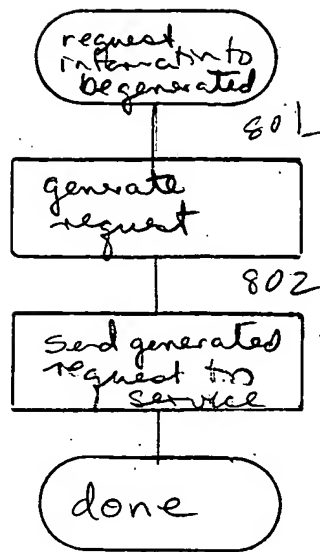


Fig 8

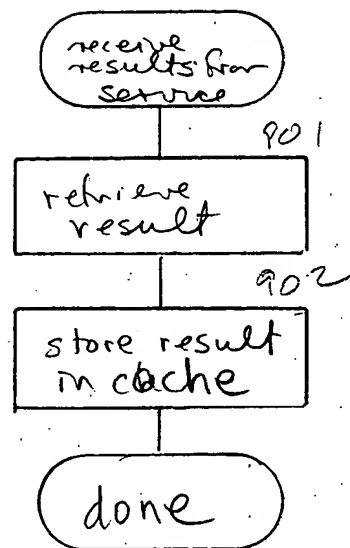


Fig 9

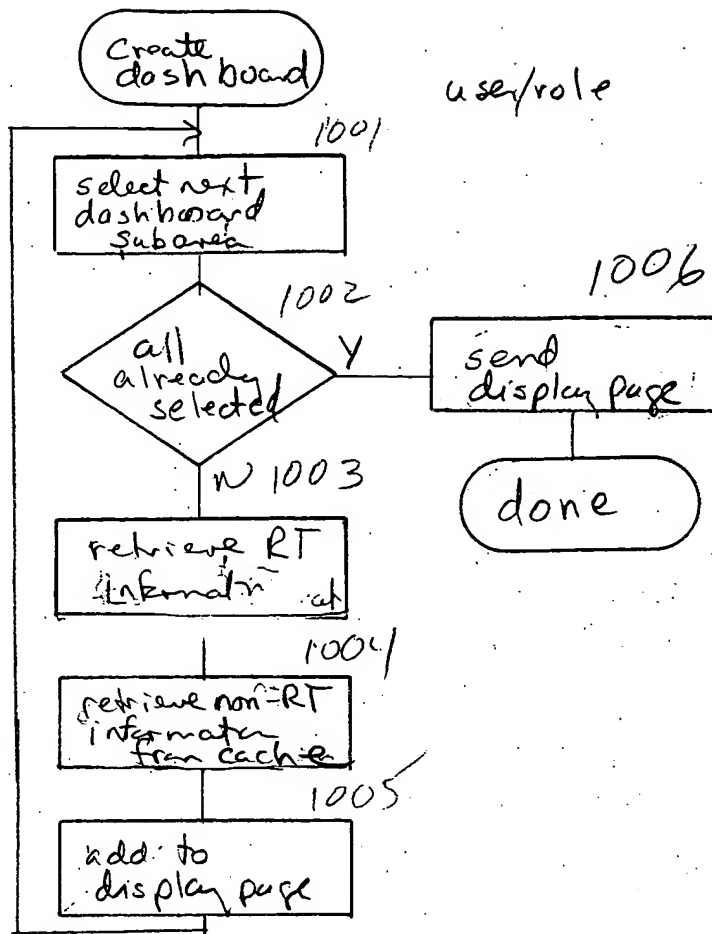


Fig 10

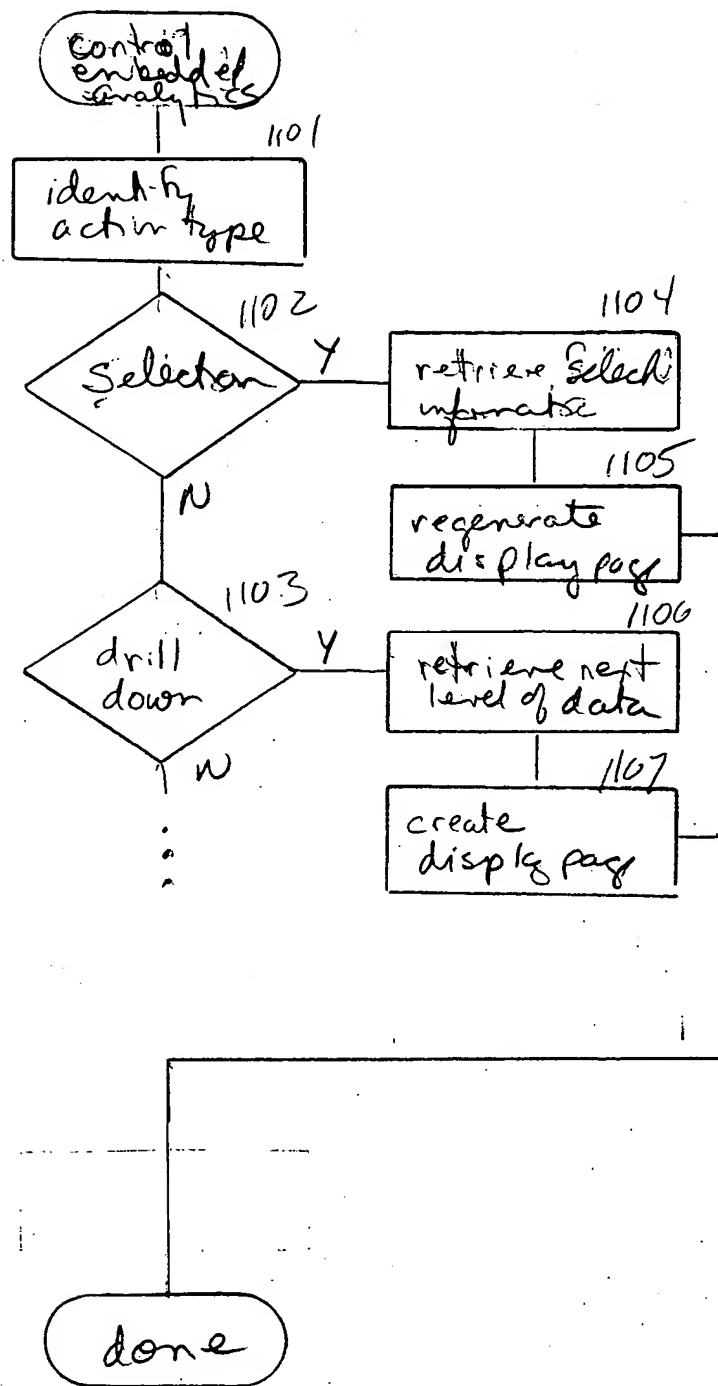


Fig 11

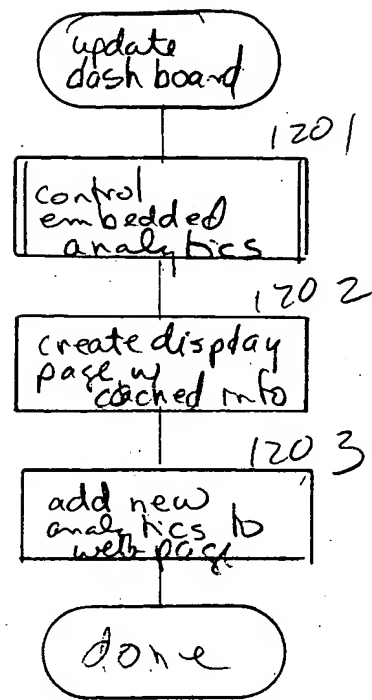


Fig 12